

## Message Text

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44

ACTION EUR-25

INFO OCT-01 ISO-00 CIAE-00 PM-07 H-03 INR-10 L-03 NSAE-00

NSC-10 PA-04 RSC-01 PRS-01 SPC-03 SS-20 USIA-15

SAM-01 EB-11 COME-00 OMB-01 TRSE-00 MC-02 SAJ-01

DRC-01 /120 W

----- 124932

R 111740Z FEB 74

FM AMEMBASSY BRUSSELS

TO SECSTATE WASHDC 9887

SECDEF WASHDC

INFO AMEMBASSY THE HAGUE

AMEMBASSY BONN

AMEMBASSY COPENHAGEN

AMEMBASSY OSLO

AMEMBASSY PARIS

AMEMBASSY ROME

USMISSION NATO BRUSSELS

USNMR SHAPE

USCINCEUR

C O N F I D E N T I A L BRUSSELS 0910

E.O. 11652: GDS

TAGS: MASS, BEXP, BE

SUBJECT: MAJOR PROJECT: F-104 REPLACEMENT-BELGIUM

REF: BRUSSELS 745

1. NORTHROP PRESIDENT JONES ACCOMPANIED BY EUROPE VP PARSONS  
AND EUROPE/MIDDLE EAST REP GENERAL BURCHINAL MET WITH  
AMBASSADOR ON FEBRUARY 5 TO DISCUSS CURRENT  
STATUS OF GOB ATTITUDES TOWARDS F-104  
REPLACEMENT. NORTHROP REPS GAVE AMBASSADOR COPY OF  
MEMORANDUM OF UNDERSTANDING BETWEEN GROUPEMENT BELGE DES  
CONSTRUCTEURS DE MATERIAL AEROSPATIAL ASBL (NATIONAL  
FEDERATION OF AEROSPACE FIRMS GROUPING ALL BELGIAN  
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COMPANIES IN THIS SECTOR) AND NORTHROP. MEMORANDUM

PROVIDES FOR TECHNOLOGICAL COOPERATION BETWEEN NORTHROP AND BELGIAN FIRMS IF (A) GOB COMMITS ITSELF TO PARTICIPATE IN PREPRODUCTION PHASE OF NORTHROP'S PROPOSAL TO BELGIAN AF AND (B) GOB PLACES DEFINITIVE CONTRACT FOR 120 AIR-CRAFT. (NOTE: EXISTENCE AND CONTENTS OF MEMORANDUM IS PROPRIETARY INFORMATION AND SHOULD BE HANDLED ACCORDINGLY.) COPY BEING POUCHED TO EUR/WE, ATTENTION BEIGEL.

2. MR. JONES BRIEFED EMBASSY ON HIS VIEW OF CURRENT GOB ATTITUDES. HE CONSIDERS THAT THE BELGIAN DECISION MAKING PROCESS IN F-104 REPLACEMENT ISSUE NOW ON A PLATEAU; THAT NOTHING MORE COULD BE ACCOMPLISHED THROUGH MILITARY CHANNELS AND ONLY LIMITED SCOPE REMAINS FOR ECONOMIC MANEUVERING. HE SAID THAT FOR A U.S. COMPETITOR TO BE SUCCESSFUL, USG AND COMPANIES MUST ASSURE EUROPEANS THAT AIRCRAFT OF THEIR CHOICE WILL BE "EUROPEAN", THAT IT WILL FULLY MEET ALL TECHNOLOGICAL REQUIREMENTS FOR REVITALIZATION OF THEIR AEROSPACE INDUSTRY (AIRCRAFT, AVIONICS, PROPULSION) AND THAT THIS GOAL CAN BEST BE MET THROUGH COOPERATIVE VENTURE WITH U.S. INDUSTRY. JONES EMPHASIZED AGAIN THAT NORTHROP'S COBRA PROPOSAL PROVIDES FOR THESE TECHNOLOGICAL AND PRODUCTION GOALS.

3. CONCERNING CURRENT EFFORTS OF USG TO SUPPORT AMERICAN CANDIDATES FOR F-104 REPLACEMENT, (E.G. POSSIBILITY FOR LOGISTIC SUPPORT, R AND D WRITE-OFF) MR. JONES FELT THAT USG COULD NOT AND SHOULD NOT OFFER ANY SUCH SPECIFIC SUPPORT UNTIL REQUESTS ARE FORTHCOMING FROM EUROPEANS. HE STATED THAT, IN FINAL ANALYSIS, SUCH SUPPORT COULD BE OFFERED ONLY AFTER EUROPEANS DEFINED THEIR GOALS AND DESCRIBED SPECIFIC SUPPORT NEEDED FROM U.S. EMBASSY COMMENT: WHILE JONES' COMMENTS ABOUT TIMING FOR USG OFFERS OF SUPPORT MAY BE WELL TAKEN, WE SHOULD KEEP IN MIND, THAT EUROPEANS MIGHT NOT ASK AND USG COULD, THEREFORE, LOSE OPPORTUNITY OF OFFER. WE SHOULD CONSIDER ANY USG DECISION FROM BROADER POLICY PERSPECTIVES, PERHAPS, THAN DOES MR. JONES.

4. AMBASSADOR STRAUSSZ-HUPE CONFIRMED USG INTEREST IN SUCCESS  
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OF U.S. COMPETITORS AND ASSURED JONES WE WOULD CONTINUE TO PROMOTE CHOICE OF A US COMPANY WITH ALL ARGUMENTS AT OUR DISPOSAL. HE RAISED QUESTION OF POSSIBLE USE OF MEDIA AND PUBLIC FORUMS TO PUBLICIZE ADVANTAGES OF COOPERATION OFFERS FROM U.S. COMPANIES, SPECIFICALLY MENTIONING FEBRUARY 16-17 MUNICH WEHRKUNDECONFERENCE. JONES SAID HE WOULD LOOK INTO WAYS OF EXPLOITING SUCH OPPORTUNITIES. STRAUSSZ-HUPE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MILITARY AIRCRAFT, AIRCRAFT SALES, GOVERNMENT EXPENDITURES, CONTRACTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 11 FEB 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Executive Order:** GS  
**Errors:** N/A  
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30 JUN 2005

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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECT: F-104 REPLACEMENT-BELGIUM  
**TAGS:** MASS, BEXP, BE, NORTHROP  
**To:** STATE DOD  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005